



CANNON BUILDING  
861 SILVER LAKE BLVD., SUITE 203  
DOVER, DELAWARE 19904-2467

**STATE OF DELAWARE  
REAL ESTATE COMMISSION**

Posted 07/30/2015 JW  
Posted 08/05/2015 JW

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**PUBLIC MEETING NOTICE: REAL ESTATE EDUCATION COMMITTEE**

**MEETING DATE AND TIME: Thursday, August 6, 2015 at 9:30 a.m.**

**PLACE: Division of Professional Regulation  
861 Silver Lake Boulevard, Cannon Building  
Second Floor Conference Room A  
Dover, Delaware**

**AMENDED AGENDA  
(Amended items are denoted with an asterisk)**

- 1.0 Call to Order
- 2.0 Review and Approval of Minutes
  - 2.1 Meeting Minutes – July 2, 2015
- 3.0 New Business
  - 3.1 Update from the Commission – Mr. Riale
  - 3.2 Review of Course Provider Applications
    - 3.2.1 Course Provider: Baird, Mandalas, Brockstedt, LLC
      - 3.2.1.1 Course Title: The New TRID Rules  
Credit Hours: 3.0  
Module: 5
    - 3.2.2 Course Provider: Delaware School of Real Estate
      - 3.2.2.1 Course Title: Pre-Licensing Course  
Credit Hours: 99
      - 3.2.2.2 Course Title: Navigating 2015 & Beyond  
Credit Hours: 3.0  
Module: 6
      - 3.2.2.3 Course Title: Navigating 2015 & Beyond  
Credit Hours: 3.0  
Module: 7
    - 3.2.3 Course Provider: Joseph Giordano, Esquire
      - 3.2.3.1 Course Title: CFPB, TRID & Closing Disclosure  
Credit Hours: 1.0  
Modules: 5 or 7

- 3.2.4 Course Provider: Kent County Association of REALTORS®
  - 3.2.4.1 Course Title: Professional Standards in Real Estate  
Credit Hours: 3.0  
Module: New Licensee Module 1
  - 3.2.4.2 Course Title: The Agreement of Sale – Buyer Representation  
Credit Hours: 3.0  
Module: New Licensee Module 2
  - 3.2.4.3 Course Title: Real Estate Documents – Seller Representation  
Credit Hours: 3.0  
Module: New Licensee Module 3
  - 3.2.4.4 Course Title: Real Estate Professionalism  
Credit Hours: 3.0  
Module: New Licensee Module 4
  - 3.2.4.5 Course Title: Disclosures  
Credit Hours: 3.0  
Modules: 3 or 5
  - 3.2.4.6 Course Title: Nuts and Bolts of Home Inspection  
Credit Hours: 3.0  
Module: 3
- 3.2.5 Course Provider: McKissock, LLC
  - 3.2.5.1 Course Title: The Nuts and Bolts of Commercial Real Estate  
Credit Hours: 3.0  
Module: 7
  - \*3.2.5.2 Course Title: TILA –RESPA Integrated Disclosure Rule  
Credit Hours: 3.0  
Module: 7
- 3.2.6 Course Provider: Sussex County Association of REALTORS®
  - 3.2.6.1 Course Title: CRS 210 Building an Exceptional Customer Service Referral Business  
Credit Hours: 3.0  
Modules: 6 & 7
  - 3.2.6.2 Course Title: Price of Prosecution, Managing Broker Risk in the CFPB Era  
Credit Hours: 3.0  
Modules: 5 or 7
- \*3.2.7 Course Provider: The CE Shop, Inc.
  - 3.2.7.1 Course Title: Real Estate Investors and Your Business  
Credit Hours: 3.0  
Modules: 6 or 7
  - 3.2.7.2 Course Title: Determining Value of Commercial Properties  
Credit Hours: 3.0  
Modules: 6 or 7

3.2.7.3 Course Title: Commercial Landlord Representation  
Credit Hours: 3.0  
Modules: 6 or 7

\*3.2.8 Course Provider: OnCourse Learning dba Career Webschool

3.2.8.1 Course Title: Short Sales and Foreclosures  
Credit Hours: 3.0  
Module: 6

### 3.3 Review of Instructor Applications

3.3.1 Christopher Cashman

Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 – 6; Module 7 – Business Planning & Marketing; HUD Training

Pre-Licensing Course: Real Estate Sales

Broker's Course: Brokerage; Real Estate Documents; Valuing Real Property; Financing; Ethics; Real Estate Investment

3.3.2 Jared Conaway

Continuing Education: Module 5 & Module 7 – CFPB; Know Before You Owe Rule; TILA/RESPA Integrated Disclosures; RESPA

Broker's Course: Legal & Governmental Aspects of Real Estate

3.3.3 William Ferreri

Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1-4 & 6

Pre-Licensing Course: Orientation; Real Estate Sales; Real Estate Mathematics

Broker's Course: Brokerage; Real Estate Documents; Valuing Real Property; Financing; Ethics; Legal & Governmental Aspects of Real Estate; Real Estate Investment; Mathematics

3.3.4 Robert Fleck

Continuing Education: Modules 1; 3; 5; & 7 – The Nuts and Bolts of Commercial Real Estate

3.3.5 Jason Giles

Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 – 6; Module 7 – Agent Etiquette; Business Planning; Ethics; Professional Standards; Agency; Fair Housing

Pre-Licensing Course: Orientation; Real Estate Sales

Broker's Course: Brokerage; Real Estate Documents; Valuing Real Property; Financing; Ethics; Legal & Governmental Aspects of Real Estate; Real Estate Investment

- 3.3.6 Kimberly Grim  
Continuing Education: Continuing Education Modules 6 & 7 – Navigating 2015 & Beyond; Guiding Homebuyers; Current Mortgage Programs and Topics
- 3.3.7 Joseph Pluscht Jr.  
Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 – 4; Module 7 – Agent Etiquette, Business Planning  
  
Pre-Licensing Course: Orientation; Real Estate Sales; Real Estate Mathematics  
  
Broker's Course: Brokerage; Real Estate Documents; Valuing Real Property; Financing; Ethics; Real Estate Investment; Mathematics
- 3.3.8 Salvatore Sedita  
Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 – 6; Module 7 – Agent Etiquette; Business Planning  
  
Pre-Licensing Course: Orientation; Real Estate Sales  
  
Broker's Course: Brokerage; Real Estate Documents; Valuing Real Property; Financing; Ethics; Real Estate Investment
- 3.3.9 James Sharp  
Continuing Education: Continuing Education Module 7 – The Landlord's and Tenant's Rights and Obligations
- 3.3.10 Eugene Spoehr, Jr.  
Continuing Education: Continuing Education Module 7 – Home Construction; Home Inspection
- 3.3.11 Roger Truemper  
Continuing Education: Continuing Education Modules 1; 3; 5;& 6; Module 7 – How to Have a Smooth Settlement; Tax Implications Related to RE  
  
Pre-Licensing Course: Real Estate Law  
  
Broker's Course: Real Estate Documents; Legal & Governmental Aspects of Real Estate; Real Estate Investment
- 3.3.12 Matthew Ward  
Continuing Education: Continuing Education Module 5
- \*3.3.13 Robert Fleck  
Continuing Education: Continuing Education Module 7 – TILA – RESPA Integrated Disclosures
- \*3.3.14 Andrew Taylor  
Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 – 6; Module 7 – Short Sales Done Right; Contemporary Issues – Foreclosure; Contemporary Issues – RE Hot Buttons

Pre-Licensing Course: Orientation; Real Estate Law

Broker's Course: Real Estate Documents; Financing; Ethics; Legal and Governmental Aspects of Real Estate; Real Estate Investment

- 3.4 Review and Consider Letters of Interest for Vacancies
  - 3.4.1 Deirdre O'Shae McCartney (Sussex County, Public Member)
  - 3.4.2 Denise Tatman (Sussex County, Public Member)
  - 3.4.3 Debbie Oberdorf (Kent County, Professional Member)
- 3.5 Reconsideration of Omega Real Estate School Course Application for "Legislative Issues"
- 3.6 Discussion Regarding Kent County Association of REALTORS® Course "What's The Difference Between Business Ethics and Personal Ethics" Held on July 16, 2015
- 4.0 Correspondence
  - 4.1 Review Correspondence from Shirley Kalvinsky Regarding Allocation of Hours for Pre-Licensing and Broker's Courses
- 5.0 Other Business before the Committee (for discussion only)
- 6.0 Public Comment
- 7.0 Next Meeting – September 3, 2015 at 9:30 a.m.
- 8.0 Adjournment

**Please Take Note:** To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

**MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500 OR EMAIL [customerservice.dpr@state.de.us](mailto:customerservice.dpr@state.de.us) IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.**